Customized eLearning Centers for the Learners of Today



Offer your customers, sales prospects, and staff an eLearning center to support training, education, and professional development initiatives.

R E A D I N E S S

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READINESS develops and hosts custom eLearning centers for companies, colleges, and health systems.



CUSTOMERS

Support your customers by providing training activities on your products, services, and related market issues.



LEARNING AUDIENCE

PROSPECTS Nurture your sales prospects by sharing specific educational activities.



STAFF On-board and train your staff with product and marketspecific activities.



TECHNOLOGY

Provide a customized LMS (Learning Management System) branded to your institution and filled with relevant educational activities.



MOBILE LEARNING

Learners can access activities anywhere and at anytime from their mobile devices.

FEATURES

CUSTOM ACTIVITIES

Host your learning

material (videos, pdfs,

slide decks, etc) as

engaging activities

within your learning

center.

COMPETENCY-BASED

Competency-based

assessments ensure

learners comprehend the

activity content.



ACTIVITY LIBRARY

Select from more than 500 pre-existing READINESS activities to expand your eLearning center content for maximum learner engagement.



PLAYLISTS Learners can create and share playlists from your activity library.



Access a comprehensive reporting suite to assess learner engagement and monitor activity starts and completions.



MICRO-CREDENTIALS

Certificates of completion are awarded to learners after the successful completion of each activity and playlist.

COMPREHENSIVE REPORTING SUITE

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	INTERVIEWING Interviewing Follow-up	CORE	O	Tennille	Moore	Tennillemoore40@gma	l.com		TN	Organic	2019/09/16	9	9				
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											rds (Top 300 B Pharmacy Fact		Prug Names)	COREreadiness COREreadiness	7 25	2019/08/30 2019/08/16	

PRE-EXISTING ACTIVITY LIBRARY

READINESS Activities	Approx. Count
Pharmacy Market Subjects, Settings, Roles	60
Pharmacy Market Skills	13
Professionalism Skills	20
Interviewing Skills	14
Patient Literacy	12
CLINICAL: Drugs, Administration, Medical Conditions	450
Total Activities	569

View the library: https://corereadiness.com/learning-center/library/P35894314

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ROI WORKSHEET

Learner Type	Application	Impact				
Staff Internal Training		How many internal staff training hours by a dedicated trainer/manager will we save?	Hours #	Avg \$ Per/Hour X \$ =		1
Staff	Staff Skills Development	How many deals will we close (or retain) due to stronger skills and knowledge displayed by our staff?		Avg Deal Size X \$ =		2
Customers	Customer Training	How many Customer Service and Implementation hours will we save that would normally be handled on a 1-on-1 call or on-site visit?		Avg \$ Per / Hour X \$ =		3
Customers	Customer Retention	How many customers will we retain that would have otherwise left?		Avg Cust. Value X \$ =		4
Customers	Biz Dev/ Upselling	How many ancillary products will we upsell when normally the client would be unaware, or not see the "full picture"?		Avg Deal Size X \$ =	= \$	5
Prospects	Biz Dev/ Marketing	How many deals will we close due to prospect nurturing (by dripping out educational activities) that normally would have gone dark?		Avg Deal Size X \$ =	\$	6
Prospects	Biz Dev/Sales	In how many deals will the Learning Center be the differentiator (deciding factor) to the sales prospect?		Avg Deal Size X \$ =	= \$	7
		Total Return (Revenue	& Savings Esti	imated Annually) (add rows 1-7)		8
		Learning Center Annual Budget (Technology + /	Activity Hosting)	\$	9
				nnual ROI Dollars act row 9 from row 8)	Y	10
		(divid		ted Annual ROI % and multiply by 100)	%	11

SMALL-BUSINESS VALUATION IMPACT WORKSHEET

Estimated Annual ROI Dollars (EBITDA/Bottom-Line Dollars)		Current Industry Valuation EBITDA Multiple (Multiplier)		Estimated Increase in Company Valuation
\$	Х	#	=	\$

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